Point Foundation
Balance Sheet
APRIL 30, 1991

ASSETS

CURRENT ASSETS:	
Cash - WestAmerica Bank	9,104.29
Cash-Wells Fargo/Mill Valley	5,774.86
Petty Cash	135.77
Cash/WorkingAssetsMoneyFund	132,655.41
Cash-CCS Postal Acct	2,090.73
TOTAL CASH IN BANK	149,761.06
A/R - Distributor	34,537.81
A/R - Employee-Aetna TDA	-50.00
A/R - Mailing List-Misc	3,626.11
A/R - The Well	4,352.62
A/R - Chronicle	2,200.00
A/R - Employee Kaiser	464.60
A/R - Employee	349.02
TOTAL ACCOUNTS RECEIVABLE	45,480.16
Inventory - WER	1,575.00
TOTAL INVENTORY	1,575.00
TOTAL CURRENT ASSETS	196,816.22
FIXED ASSETS:	
Furniture & Equipment	173,017.30
TOTAL FIXED ASSETS	173,017.30
Accumulated Depreciation(Cr)	-146,867.00
FIXED ASSETS (LESS DEPR.)	26,150.30
OTHER ASSETS:	
Investments: Zomeworks	30,000.10
Investments: The WELL	9,500.00
Deposits	375.00
Prepaid Taxes	0.60
Prepaid Expense	658.33
Suspense	-8,618.32
TOTAL OTHER ASSETS	31,915.71
TOTAL ASSETS	254,882.23

Point Foundation
Balance Sheet
APRIL 30, 1991

LIABILITIES & EQUITY

CURRENT LIABILITIES:	
A/P - Trade	29,494.67
A/P - Miscellaneous	3,746.52
A/P - Chronicle	310.00
Contracts Payable - Current	3,282.86
Taxes Payable - Other	450.00
Sub Advances - Current	581,274.70
TOTAL CURRENT LIABILITIES	618,558.75
LONG TERM LIABILITIES:	
Contract Payable - Long Term	6,072.96
NWEC/Random House L-TPayable	4,520.62
TOTAL LONG TERM LIABILITIES	10,593.58
TOTAL LIABILITIES	629,152.33
Fund Surplus Beginning	-352,709.63
INCREASE/(DECREASE) IN FUND	-21,560.47
TOTAL LIABILITIES & EQUITY	254,882.23

Point Foundation
Income Statement
1 Month(s) Ended
APRIL 30, 1991

INCOME STATEMENT

	Current Period Amount	%	Year To Date Amount	%
SALES & ROYALTY INCOME:				
Sales - Subscriptions	21,244.35	48.93	115,946.71	57.25
Sales - Back Issues	1,418.41	3.27	6,248.52	3.09
Sales - Mailing List	673.55	1.55	3,191.89	1.58
Sales - Direct Distribution	9,463.48	21.80	27,257.95	13.46
Sales - Warner (natl news)	5,266.39	12.13	24,268.71	11.98
Sales - Postcards	132.00	0.30	737.62	0.36
Book Sales:	1,254.77	2.89	7,274.08	3.59
Royalty Income:	337.39	0.78	619.53	0.31
INCOME SUBTOTAL	39,790.34	91.65	185,545.01	91.62
OTHER INCOME:				
Chronicle Income	2,200.00	5.07	9,350.00	4.62
Unclassifieds	420.00	0.97	3,167.25	1.56
Contributions	150.00	0.35	982.81	0.49
Interest Income	707.36	1.63	3,219.80	1.59
Sale of Assets	150.00	0.35	150.00	0.07
Miscellaneous Income	0.00	0.00	107.00	0.05
TOTAL OTHER INCOME	3,627.36	8.35	16,976.86	8.38
TOTAL REVENUE	43,417.70	100.00	202,521.87	100.00
COST OF SALES:				
Circulation Pay:	-2,148.39	-4.95	-8,319.43	-4.11
Sub Fulfillment	-4,748.33	-10.94	-18,463.86	-9.12
Circulation Promo:	-7,300.04	-16.81	-12,102.41	-5.98
Credit Card Discount	-159.32	-0.37	-934.34	-0.46
Direct Distributor	-1,649.90	-3.80	-1,711.90	-0.85
Natl Newsstand (Warner)	-2,984.74	-6.87	-4,117.36	-2.03
Printing Magazine	-24,563.04	-56.57	-24,563.04	-12.13
Mailing List Fulfill	0.00	0.00	-438.50	-0.22
Editorial Pay:	-7,326.38	-16.87	-23,747.91	-11.73
Writers/Contributors	-200.00	-0.46	-7,270.00	-3.59
Misc Edit Expenses	-451.00	-1.04	-779.43	-0.38
Pre-Press	-4,488.75	-10.34	-5,013.50	-2.48
Research Pay:	-1,096.50	-2.53	-2,817.77	-1.39
Research Expense	0.00	0.00	-319.09	-0.16
Production Pay:	-7,764.76	-17.88	-21,253.25	-10.49
Outside Production Work	-739.67	-1.70	-1,371.08	-0.68
Production Supplies	-443.56	-1.02	-1,617.51	-0.80
Restoration Book Project:	-12.75	-0.03	-4,863.41	-2.40
Purchases - Books:	0.00	0.00	-4,989.52	-2.46
Fulfillment - Books:	-991.72	-2.28	-2,015.94	-1.00
Book promo: salaries	-44.63	-0.10	-190.21	-0.09
Chronicle Expenses	-1,835.00	-4.23	-8,028.78	-3.96
TOTAL COST OF SALES	68,948.48	158.80	154,928.24	76.50
GROSS MARGIN	-25,530.78	-58.80	47,593.63	23.50
GENERAL & ADMINIST. EXPENSE:				

Point Foundation
Income Statement
1 Month(s) Ended
APRIL 30, 1991
Page 4

	Current Period Amount	Current Period %	Year To Date Amount	Year To Date %
Office Pay:	-1,804.13	-4.16	-9,428.66	-4.66
Pub/Administrative Pay:	-2,002.62	-4.61	-8,209.89	-4.05
Executive Director Salary	-2,916.66	-6.72	-11,666.64	-5.76
Insurance:	-1,447.47	-3.33	-2,755.93	-1.36
Paid Vacation Expense	-153.00	-0.35	-969.00	-0.48
Taxes - Payroll	-4,644.25	-10.70	-10,128.56	-5.00
Office/Computer Supplies	-677.62	-1.56	-1,825.87	-0.90
Equip Rent/Maint/Spls	-129.17	-0.30	-1,050.44	-0.52
Telephone	-693.59	-1.60	-2,687.02	-1.33
Postage	-1,503.11	-3.46	-3,310.44	-1.63
Fax fees	0.00	0.00	-1.00	0.00
Rent + Bldg Maint:	-3,759.80	-8.66	-14,542.70	-7.18
Utilities	-233.94	-0.54	-824.67	-0.41
Legal/Profsl/Copyright	0.00	0.00	-196.35	-0.10
Interest + Penalties	-120.41	-0.28	-588.27	-0.29
Bank Service Fees	-27.20	-0.06	-135.11	-0.07
Misc Pub/Admin Expenses	0.00	0.00	-124.00	-0.06
Misc Expense	-88.88	-0.20	-709.55	-0.35
TOTAL GEN. & ADMIN. EXPENSE	20,201.85	46.53	69,154.10	34.15
CHANGE IN FUND BALANCE	-45,732.63	-105.33	-21,560.47	-10.65

Month Status Report
Point Foundation
Today's Date: 05/15/91

	Month Name	Status
1.	JANUARY	OPEN
2.	FEBRUARY	OPEN
3.	MARCH	OPEN
4.	APRIL	OPEN
5.	MAY	OPEN
6.	JUNE	OPEN
7.	JULY	OPEN
8.	AUGUST	OPEN
9.	SEPTEMBER	OPEN
10.	OCTOBER	OPEN
11.	NOVEMBER	OPEN
12.	DECEMBER	OPEN

Point Foundation
Income Statement
1 Month(s) Ended
APRIL 30, 1991
Page 1

	Current Period Amount	%	Year To Date Amount	%
INCOME STATEMENT				
SALES & ROYALTY INCOME:				
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Sales - Back Issues	1,418.41	3.27	6,248.52	3.09
Sales - Mailing List	673.55	1.55	3,191.89	1.58
Sales - Direct Distribution	9,463.48	21.80	27,257.95	13.46
Sales - Warner (natl news)	5,266.39	12.13	24,268.71	11.98
Sales - Postcards	132.00	0.30	737.62	0.36
EWEC Income	402.40	0.93	1,356.60	0.67
Best of CQ Income	53.00	0.12	138.00	0.07
Signal Book Income	185.70	0.43	706.10	0.35
Fringes Income	128.70	0.30	376.70	0.19
CD-ROM Income	0.00	0.00	153.00	0.08
Ecolog income	484.97	1.12	4,543.68	2.24
Miscellaneous Royalties	337.39	0.78	619.53	0.31
INCOME SUBTOTAL	39,790.34	91.65	185,545.01	91.62
OTHER INCOME:				
Chronicle Income	2,200.00	5.07	9,350.00	4.62
Unclassifieds	420.00	0.97	3,167.25	1.56
Contributions	150.00	0.35	982.81	0.49
Interest Income	707.36	1.63	3,219.80	1.59
Sale of Assets	150.00	0.35	150.00	0.07
Miscellaneous Income	0.00	0.00	107.00	0.05
TOTAL OTHER INCOME	3,627.36	8.35	16,976.86	8.38
TOTAL REVENUE	43,417.70	100.00	202,521.87	100.00
COST OF SALES:				
Circulation Salaries	-2,148.39	-4.95	-8,319.43	-4.11
Sub Fulfillment	-2,293.70	-5.28	-7,591.17	-3.75
MacSub Fulfillment OPS	0.00	0.00	-151.00	-0.07
MacSub Fulfillment	-304.88	-0.70	-2,092.31	-1.03
MacSub Fulfillment-Salaries	-2,149.75	-4.95	-8,629.38	-4.26
Misc Circ Promo	-117.48	-0.27	-1,186.36	-0.59
Renewals	-1,582.74	-3.65	-4,916.40	-2.43
Inserts	-5,264.82	-12.13	-5,264.82	-2.60
Billing	-335.00	-0.77	-734.83	-0.36
Credit Card Discount	-159.32	-0.37	-934.34	-0.46
Direct Distributor	-1,649.90	-3.80	-1,711.90	-0.85
Natl Newsstand (Warner)	-2,984.74	-6.87	-4,117.36	-2.03
Printing Magazine	-24,563.04	-56.57	-24,563.04	-12.13
Mailing List Fulfill	0.00	0.00	-438.50	-0.22
Editorial Salaries	-4,326.38	-9.96	-15,089.91	-7.45
Editorial OPS	-3,000.00	-6.91	-8,658.00	-4.28
Writers/Contributors	-200.00	-0.46	-7,270.00	-3.59
Misc Edit Expenses	-451.00	-1.04	-779.43	-0.38
Pre-Press	-4,488.75	-10.34	-5,013.50	-2.48
Research Salaries	-1,096.50	-2.53	-2,817.77	-1.39
Research Expense	0.00	0.00	-319.09	-0.16

Point Foundation
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Production Salaries	-7,764.76	-17.88	-21,253.25	-10.49
Outside Production Work	-739.67	-1.70	-1,371.08	-0.68
Production Supplies	-443.56	-1.02	-1,617.51	-0.80
Restoration Book Salaries	-12.75	-0.03	-4,735.14	-2.34
Restoration Book Expenses	0.00	0.00	-128.27	-0.06
Buy EWEC's	0.00	0.00	-1,077.30	-0.53
Buy Best of CQ's	0.00	0.00	-170.73	-0.08
Buy Ecolog	0.00	0.00	-3,741.49	-1.85
Fulfill EWEC	-215.40	-0.50	-352.54	-0.17
Fulfillment-Misc	-14.07	-0.03	-25.62	-0.01
Fulfill Signal	-90.86	-0.21	-127.28	-0.06
Fulfill Fringes of Reason	-37.43	-0.09	-88.55	-0.04
Fufill Ecolog	-633.96	-1.46	-1,421.95	-0.70
Book promo: salaries	-44.63	-0.10	-190.21	-0.09
Chronicle Expenses	-1,835.00	-4.23	-8,028.78	-3.96
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Office Salaries	-1,804.13	-4.16	-9,428.66	-4.66
Pub/Admin Salaries	-1,479.87	-3.41	-4,776.01	-2.36
Pub/Admin Pre-Project	-522.75	-1.20	-3,433.88	-1.70
Executive Director Salary	-2,916.66	-6.72	-11,666.64	-5.76
Insurance - Workers Comp	-823.21	-1.90	-642.47	-0.32
Insurance - Other	-624.26	-1.44	-2,113.46	-1.04
Paid Vacation Expense	-153.00	-0.35	-969.00	-0.48
Taxes - Payroll	-4,644.25	-10.70	-10,128.56	-5.00
Office/Computer Supplies	-677.62	-1.56	-1,825.87	-0.90
Equip Rent/Maint/Spls	-129.17	-0.30	-1,050.44	-0.52
Telephone	-693.59	-1.60	-2,687.02	-1.33
Postage	-1,503.11	-3.46	-3,310.44	-1.63
Fax fees	0.00	0.00	-1.00	0.00
Rent + Bldg Maint:	-3,269.30	-7.53	-13,297.20	-6.57
Container Rent	-220.00	-0.51	-660.00	-0.33
Maintenance	-270.50	-0.62	-585.50	-0.29
Utilities	-233.94	-0.54	-824.67	-0.41
Legal/Profsl/Copyright	0.00	0.00	-196.35	-0.10
Interest + Penalties	-120.41	-0.28	-588.27	-0.29
Bank Service Fees	-27.20	-0.06	-135.11	-0.07
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